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BEFORE THE ARIZONA CORNORAL FOR

COMMISSION AZ CORP COMMISSION

WILLIAM A. MUNDELL 2

Chairman

JIM IRVIN

Commissioner

MARC SPITZER Commissioner JUN 1 2 2001



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IN THE MATTER OF RULES TO ADDRESS SLAMMING AND OTHER DECEPTIVE PRACTICES.

Docket No. RT-00000J-99-0034

OWEST CORPORATION'S WRITTEN COMMENTS ON DRAFT SLAMMING AND CRAMMING RULES

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Qwest received an extension to file its comments on or before June 13, 2001.

Corporation Commission ("Commission") issued a draft of proposed slamming and cramming rules for review and comment in the abovecaptioned docket. Staff requested that all interested parties provide written comments on the proposed rules on or before June 7, 2001.1 Accordingly, Qwest Corporation ("Qwest") submits the following for consideration.

On May 22, 2001, the Utilities Division of the Arizona

PROPOSED SLAMMING RULES

On December 17, 1998, the Federal Communications Commission ("FCC") issued rules governing the steps that carriers must take before changing a customer's telephone service. These rules were the result of volumes of comments and extended proceedings before the FCC (the FCC docket began in 1994). These and related FCC proceedings continued through 1999, 2000 and 2001. The currently

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FENNEMORE CRAIG ATTORNEYS AT LAW PHOENIX effective rules are set forth in Part 64, Subpart K of the FCC rules. See 47 C.F.R. § 64.1100 et seq.

The FCC has given the states the authority to administer these rules. See In the Matter of Implementation of the Subscriber Carrier Selection Changes Provisions of the Telecommunications Act of 1996, etc., CC Docket No. 94-129, FCC 00-135, First Order on Reconsideration, ¶ 22 (rel. May 3, 2000) (..."the modified rules we adopt in the Order provide that disputes. . now will be brought before an appropriate state commission . . .). The FCC concluded that "it is in the public interest to have state commissions, rather than a third party designated by carriers, perform the primary administrative functions of our slamming liability rules." Id. at ¶ 24. As a result, the FCC advised state commissions to "provide prompt and appropriate resolution of slamming disputes between customers and carriers in a manner consistent with the rules adopted by this Commission [the FCC]." Id. at ¶ 26.

In this proceeding, Qwest requests that the Commission adopt anti-slamming rules that are consistent with those adopted by the FCC. The long history of the FCC proceedings, the multiple orders, and the repeated "fine-tuning" of the rules demonstrates that the FCC has struck a careful balance that ought to be followed unless and until real experience shows, compellingly, some other or further need. Moreover, the proposed rules offer no flexibility for unique situations. For instance, the rules appear to apply even in a situation where a local service

provider has gone out of business, necessitating third party verifications for hundreds or perhaps thousands of customers who might be without telephone service.

Consistency between the federal and state regulatory regimes regarding slamming and its consequences is mandated by Arizona See A.R.S. § 44-1572 and § 44-1573. In fact, the Arizona law. statutes that prohibit slamming merely provide the Commission the They do not require the option of adopting its own rules. Commission to do so. The Commission may simply choose to administer the FCC's regulations. However, if the Commission chooses to adopt its own rules, it may not deviate from federal law and regulations. A.R.S. § 44-1572(L) and § 44-1573(K). Consistency in language and application is material to consumers and carriers alike. This is particularly true here, since the Commission has not yet indicated that it will administer the FCC's rules.² The more the FCC and Arizona rules mirror each other, the better from both an administrative and policy perspective. Moreover, the Commission may not adopt rules that create the potential for conflict with the FCC's requirements.

Slamming has been a problem for some time but it only recently became apparent just how often slamming occurs in the intraLATA toll market. Quest has been a leader in customer

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Currently, thirty-three states, the Commonwealth of Puerto Rico and the District of Columbia have accepted this role, and eleven of the fourteen states in Qwest's service territory currently administer or will shortly administer the FCC's rules (other than Arizona, only New Mexico and Oregon have not, yet, formally accepted this role).

education and in urging fair methods to deal with slamming, and in fact, filed an application to open this very docket. In its application, Qwest requested that the Commission adopt the antislamming rules promulgated by the FCC, and then determine whether any additional safeguards were necessary and justified. Because the Commission has chosen not to administer the FCC's rules, the risk of conflict and confusion to consumers and telecommunications carriers, as well as those charged with administering the rules would be extraordinary if the substantive obligations were not the same.

A.A.C. R14-2-1901

Subsection A: The FCC's rules do not use the word "customer." See 47 C.F.R. § 64.1100(h). Rather, they employ the term "subscriber," which was defined by the FCC as follows:

Based on our consideration of the comments filed in this proceeding, we adopt the following definition of the term "subscriber" for purposes of our rules implementing section 258 of the Act: "The party identified in the account records of a common carrier as responsible for payment of the telephone bill, any adult person authorized by such party to change telecommunications services or to charge services to the account, and any person contractually or otherwise lawfully authorized to represent such party." We believe that this definition will serve our public interest goals of promoting consumer protection, consumer convenience, and competition in telecommunications services. Specifically, this definition will allow customers of record to authorize additional persons to make telecommunications decisions, while protecting consumers by giving the customers of record control over who is authorized to make such decision on their behalf. In addition, this definition will provide carriers with the flexibility

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to establish authorization procedures that are appropriate to their own and their customers' needs, consistent with the framework of our rules.

In the Matter of Implementation of the Subscriber Carrier

Selection Changes Provisions of the Telecommunications Act of

1996, etc., CC Docket No. 94-129, FCC 00-255, Third Report and

Order and Second Order on Reconsideration, ¶ 48 (rel. August 15,

2000); 47 C.F.R. § 64.1100(h). The FCC rules were meant to

capture actual practice and to get away from the more limited

"customer of record" notion. The FCC's approach actually

benefits customers because a "slam" can be alleged even if the

purported order to make a carrier change was not set in motion by

that party.

Subsection B: Neither the FCC nor Qwest presently require written authorization for a "customer account freeze" (properly speaking, an "account" may not be frozen, but rather the subscriber's records are noted so that only the direct, personal contact by the subscriber may change the preferred carrier for local exchange service, or interALTA service, or intraLATA service, or, where available, international service). Requests for such a freeze are typically made verbally, but are verified by a third party. The FCC defines "preferred carrier freeze" as a request from a subscriber that "prevents a change in a subscriber's preferred carrier selection unless the subscriber gives the carrier from whom the freeze was requested his or her express consent." 47 C.F.R. § 64.1190(a). The rule continues,

"No local exchange carrier shall implement a preferred carrier freeze unless the subscriber's request to impose a freeze has first been confirmed in accordance with one [of the outlined] procedures." 47 C.F.R. § 64.1190(d)(2). Consistent with the FCC's definition and regulatory scheme, verification by a third party should be sufficient.

A.A.C. R14-2-1906

The FCC's rules require that telephone bills must clearly and conspicuously identify any change in service provider. 47 C.F.R. § 64.2401. Although the rules require "new provider" highlighting, they do not require highlighting for every new service. 47 C.F.R. § 64.2000 and § 64.2001. See also, In the Matter of Truth-in-Billing and Billing Format, CC Docket No. 98-170, FCC 99-72, First Report and Order and Further Notice of Proposed Rulemaking, ¶ 5 (rel. May 11, 1999) (requiring that "... consumer telephone bills be clearly organized, clearly identify the service provider and highlight any new providers . . ").

The FCC's rules require highlighting only where there is a change in service provider, not merely a change in service. In rendering its decision, the FCC stated that "In adopting [its] provider-based identification guidelines, [it had] considered the substantial implementation concerns raised by carriers . . . that telephone bills explain any new types of charges appearing on the bill for the first time. Virtually all carriers assert that their current billing systems cannot conduct a month-to-month comparison of all charges as would be necessary to identify and

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explain all new services being billed for the first time . . . Given the more economical alternative of provider-based information which effectively communicates changes in service to the consumer, we believe that highlighting those service providers that did not charge for service [previously] is the better choice to advance consumer education and our anti-cramming and slamming goals." In the Matter of Truth-in-Billing and Billing Format, CC Docket No. 98-170, FCC 99-72, First Report and Order and Further Notice of Proposed Rulemaking, ¶ 35 (rel. May 11, 1999). See also, 47 C.F.R. § 64.2401(a) and (3).

The proposed rule requires more than that mandated by the FCC and is burdensome. Customers can be expected to read their bills and a change in the name of the provider is more than adequate to provide the needed notice to the customer. To the extent that the Commission rules require more than the FCC rules, Arizona consumers will be forced to pay extra costs, and there is nothing to suggest that any consumer benefit exists. And, favoring existing practice is the very real benefit to the consumer of uniformity in bill appearance, both for cost and convenience reasons.

One last point involves Subsection B, which requires a notice. Again, the notice described in 47 C.F.R. § 64.2001 is adequate, and the obligation should not be imposed upon any billing and collection agent. The Commission should look to the telecommunications carrier to provide notice, and the period should be keyed to a monthly billing cycle, in order to be

reasonable. To be clear, the ten day notice is unrealistic; thirty day notice should suffice.

A.A.C. R14-2-1907

Subsection A: The time frames required by the proposed rule are unreasonable. For example, there is no reason to pay anything to another carrier within five days. Carriers can be invoiced, or however the carriers choose to handle these matters in the ordinary course of their business. The key, here, is to deal with the matter within a reasonable time and in a reasonable manner. Artificial deadlines that cannot be met simply encourage confusion and the waste of administrative resources. If the Commission would accept the invitation of the FCC, it would be dealing with a fairly uniform system, and it could enforce time lines, and take reasonable action, in those cases where one or another carrier acted wrongly. And, if the Commission found other or further abuses, it could act with a clear understanding of the problem that needed to be resolved.

Subsection A(3): Qwest recommends that the language be revised as follows—"Provide all billing records related to the unauthorized change of services to the original telecommunications company within ten business days of the customer's request." This revision will make it clear that the telecommunications company need only forward the pertinent records related to the unauthorized change, and not all billing records on the account.

Subsection B(2): The Commission ought not to inject itself into credit reporting relationships. Credit reporting agencies are covered by federal law, and to inject these rules into that federal scheme of regulation will be confusing at best, and may lead to conflicts between the Commission and the federal agencies charged with administration of the Fair Credit Reporting Act. There is no evidence or claim in any record or material reviewed by Qwest that implies or suggests that reports to credit agencies of unauthorized charges, by slamming carriers, is a problem, or something that the Commission should address. Qwest should be able to file reports, consistent with the applicable law relating to such credit reporting.

A.A.C. R14-2-1908

Qwest is concerned that as more and more companies send out "annual notices," they may not be read by the subscribers. If notice is required, a more effective means would be (a) in the White Pages Consumer Guide Section (see Section E); (b) on the web; (c) in the "confirmation" Welcome Package, and (d) upon request.

A.A.C. R14-2-1909

Subsection K: The FCC's rules require local exchange carriers who "offer" a freeze to do so consistent with the rules, and to "offer" a freeze on a nondiscriminatory basis. 47 CFR § 64.1190. However, a "solicitation " requires certain information so the subscriber will understand what is being solicited and the impact of a freeze. 47 C.F.R. § 64.1190 (c)

and (d). Moreover, "accounts" are not frozen — carrier selection is frozen.

Quest prefers the FCC language that differentiates between "offering" a freeze and "soliciting" a freeze. In the former instance, neutrality and nondiscrimination should be expected. However, in the latter, a carrier should be able to combine marketing with the freeze communication.

A.A.C. R14-2-1910

Five business days should be added to every deadline in the proposed rule to allow a reasonable time for the location of telemarketing scripts and applicable data. There is simply no reason to rush, since the customer is getting the first 30 days free, and the liability rules protect the customer from high, gouging pricing. Where the penalty for failure to meet the deadline is strict liability, the deadline must allow sufficient time for adequate performance as a matter of fundamental fairness.

A.A.C. R14-2-1911

"Slamming" is a strict liability offense. The FCC has repeatedly stated that slamming occurs whether the act is intentional or not. Thus, a typo or data processing error can create a "slam" and can cause a carrier to "be in violation" of the Arizona rules. The FCC does, however, assign different levels of fines and penalties according to varying degrees of culpability: "We recognize, however, that even with the greatest care, innocent mistakes will occur and may result in unauthorized

changes. In such cases, we will take into consideration in any enforcement action the willfulness of the carriers involved." In the Matter of Implementation of the Subscriber Carrier Selection Changes Provisions of the Telecommunications Act of 1996, etc., CC Docket No. 94-129, Second Report and Order and Further Notice of Proposed Rulemaking, FCC 98-334 (released December 23, 1998). Therefore, Qwest recommends that the Arizona Commission do likewise.

PROPOSED CRAMMING RULES (A.A.C. R14-2-2001 through -2010)

The proposed Article 20, aimed at cramming, is wrong in its entire approach. It condemns practices that have not been the subject of complaint, and appears to require changes to business practices that have been followed, successfully, since before dial tone when operators took and connected every call.

Article 20 appears to take the practices applicable to the authorization by a subscriber of a competing carrier to act for and on behalf of that subscriber to contact and deal with another carrier to change the subscriber's choice of provider for certain telecommunications services and apply those practices to the day-to-day relationship between the selected carrier and the subscriber. That situation—the change of preferred carrier—has been possible for less than twenty years, and for all practical purposes is the result of competition that evolved and developed over the past ten years. From the early 1990's through the adoption of the FCC's most recent rules, in early 1999, abuses were uncovered, reviewed, discussed and examined with some care.

During the past year, for all practical purposes, the flood of abuses is beginning to be choked off.

But, to apply those practices to subscribers ordering their desired services from their chosen provider is unnecessary and burdensome. Essentially, this Article mandates the entire industry to change the way it does business. Subscribers are not recorded when they call in to establish new service. Subscribers are not required to sign contracts when they order a residential line. And, subscribers are not required to go through some electronic identification that will record numbers to add Call Waiting or Caller ID to their existing residential line. To mandate such a complex way of dealing with each other can do nothing but add cost to a process that is working quite well.

When a subscriber orders service or adds a feature to his or her existing service, the subscriber reviews the order with a Company representative. The relevant terms are discussed, the due date (installation date) noted, and the order placed. When the subscriber receives the bill, in due course, the newly ordered service and the charge is itemized on that bill. If an error has been made, the subscriber contacts the provider and the error is corrected. That is the process that currently exists, and it has served the industry and the public well for scores of years. To mandate a written contract, or to mandate a recording, or to mandate some other, artificial task simply adds further cost and some customer confusion to a process that is currently working, with no possible benefit to the subscriber.

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To the best of Qwest's knowledge, the Commission has not received any significant number of complaints that allege cramming. Moreover, the process described above—the one that Article 20 would turn on its head—has been in use for scores and scores of years. Making these drastic changes that seem to be based on some thought that slamming and cramming are interchangeable is not justified by any facts or any part of any record or any relevant Commission experience.

In short, the proposed Article 20 should be completely eliminated. There is no need for the Article, and the evil at which it is directed is far better covered by the existing rules of the Commission. Moreover, the proposed rules fail to indicate any relationship to the Arizona statutes directed at cramming.

See A.R.S. § 40-1573 and § 40-1574. A.R.S. § 40-1574 does not authorize any rulemaking, and appears very different from the proposed Arizona rules (e.g., "ancillary service providers").

Again, § 40-1573(K) allows optional rulemaking that is consistent with federal law and the FCC's rules. Further action by the Commission, through these proposed rules, is unwarranted and the Commission should review and explain how such rules integrate with both federal law and state statutes.

With those general comments guiding the discussion, Qwest would make the following remarks:

A.A.C. R14-2-2004

<u>Subsection A.3</u>: As the "billing agent," Qwest prints the toll-free number of carriers for whom it bills (or their

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representatives) both on the summary and carrier bill pages. 1 This allows the subscriber to contact the serving 2 telecommunications provider directly for resolution of disputes. 3 To mandate additional notification is burdensome, unnecessarily 4 costly, and potentially confusing to the subscriber. 5 Additionally, Qwest requests clarification as to whether, as the 6 "billing agent," it also must print the address of every serving 7 telecommunications company on every bill? Qwest recommends that 8 for "billing agents," the toll-free number should be sufficient. 9 The proposed rule is unclear. Subsection A.5: 10 rule require Qwest, as a local service provider and third-party 11 billing vendor, to now keep records? Qwest does not have 12 "written agreements" with each service provider. Rather, its 13 contracts are with the billing clearing agents, not their 14 Qwest enters into a contract (written agreement) with a clients. 15 billing aggregator (a.k.a. billing clearing agent) who represent 16 various clients i.e. service providers. Qwest believes that its 17 written agreement with the billing aggregator is sufficient to 18 address the requirements for Qwest as a billing agent. 19 require Qwest to do otherwise would be extremely burdensome, 20 since the aggregators represent numerous providers and the 21 providers offer numerous products. The written agreement 22 includes a provision for compliance with state administrative 23 rules or tariffs where required. Qwest would be able to maintain 24

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the written agreement with the billing aggregator for 24 months

after the billing has ended. Qwest does, however, require written approval of all charges appearing on its bills.

A.A.C. R14-2-2006

Subsection A.3: The rule requires that "customer consent records as described in this section shall be maintained by the telecommunications carrier for a minimum of 24 months." The term "telecommunications carrier" is not defined and inconsistent with other defined terms used throughout the rules (e.g., "telecommunications company," "billing agent," etc.). As a result, it is unclear to whom the rule applies. The requirement is extremely burdensome with respect to billing agents, as opposed to service providers. The service provider actually maintains these records, arranges for billing authorization, and directs the billing agent. Moreover, the rule should require only one year's record retention as the vast majority of billing disputes are resolved during that time frame.

If the definition of "cramming" is intended to be limited to the billing of products for third parties, not the billing of Qwest's own services, the definition is not adequate or clear. If the proposed cramming rules would also be applicable to Qwest as a service provider billing for its own services, the consent process would be burdensome, costly, and unworkable.

As described above, a customer chooses Qwest for basic telephone service and potentially orders other services, invariably over the telephone. The Qwest representative takes appropriate personal and credit information to establish the

account and the relationship with the customer. Qwest does not obtain a written document from the customer authorizing the charges or use a voice-recording to the toll-free number. Such procedures for Qwest customers would not be customer-focused and would assure an irritating addition to the time the customer must spend to secure telephone service.

When subsequent products/services are ordered, a Qwest representative acts to ensure he/she is talking with a responsible party for account, and then takes the order for the requested change.

For residential customers who order service(s), Qwest sends out a Mechanized Marketing Communicator (MMC) to thank the customer for choosing Qwest. It includes a listing of the products/services order, the due date for the order and the terms and conditions. The mailing also includes the instructional slip sheets for the products ordered. It does not include monthly rates for the products or the non-recurring charges, since these are quoted to the customer when he or she calls for service, and they are itemized on the monthly bill.

A.A.C. R14-2-2007

The rule should clarify whether the requirements set forth therein are directed at the billing service provider responsible for the charges appearing on the bill, and not the billing vendor/agent (Qwest).

For example, Subsection A.4 states that *all* billing records must be provided to the customer within 15 business days from the

date of removal of the charge. If this requirement applies to the billing agent, it is extremely burdensome. The customer will see the credit adjustment on the next bill after it posts to the billing system. Depending on the customer's bill date, it may take more than 15 days for the credit to actually appear on the next bill, even though the crediting process has been completed internally within the system. In many cases, the service provider handles the adjustment directly and transmits the necessary data and authorization to the billing agent. As a result, the crediting process may take more time, and is outside of the billing agent's control.

Subsection A.5 requires the maintenance of customer records for a two year period that is excessive. Most billing disputes are resolved within one year, and record retention for that 12 month period is more reasonable. Detail regarding any adjustment of an unauthorized charge would be maintained at the individual customer account level. The adjustment could occur by the service provider sending the amount electronically to Qwest, who would then make the adjustment on the customer's bill. Typically, any billing dispute would be directed to the provider of the service for resolution. The provider's toll-free number is on the customer's bill page.

A.A.C. R14-2-2008

Both the FTC and FCC require that Qwest (as an incumbent local exchange carrier and a billing agent) send an annual Consumer Rights bill insert. The Consumer Rights bill insert is

sent to all residential end user customers in Qwest's 14-state territory. The bill insert is sent on behalf of all 900 and enhanced service providers, not long distance providers. As a requirement, Qwest's billing customers bear the cost of the bill insert. However, even the federal rules do not require a bilingual document. Qwest also complies with the FCC's Truth in Billing requirements as mandated by 64 C.F.R. § 2400. Although the notice required by the rule does not apply to billing agents (like Qwest), the requirement appears heavy handed in light of the foregoing.

Subsection 2.f mandates that the customer contact the Commission to report the unauthorized charge. This does not seem appropriate for the customer's first step. The service provider telecommunications company toll-free number would be on the page of the telephone bill to direct the customer to the service provider. Many times the issue is resolved with a simple telephone call to the provider. It is not necessary to turn every matter into a Commission complaint.

Consistent with the foregoing comment that annual notice should not be required for existing customers, neither should Qwest be required to send additional notification to all new customers as stated in Subsection 3.a. This requirement is overly burdensome, and the estimated expense for a modest postcard type of mailing would be approximately \$20,000.00 per month.

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A.A.C. R14-2-2009

Typically, the customer should be directed to the service provider company's toll-free number as the first point of contact to resolve any issue. The service provider company should have an escalation process in place to address the issue to the customer's satisfaction. The filing of an informal complaint should remain discretionary with the customer.

CONCLUSION

Based on the foregoing, to the extent that the wording or structure of the proposed rules differ from those of the FCC, telecommunications carriers, subscribers, and those actually trying to administer and interpret these rules are at risk to confusion and conflict. The Commission should give considerable thought before adopting separate, distinct rules and language. Indeed, the Commission might be better served to administer the existing FCC rules, and if, after some experience, it identifies some other or further need, then that situation could be remedied. Likewise, the proposed cramming rules should also be rejected.

RESPECTFULLY SUBMITTED this 12th day of June, 2001.

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